

230th Business Plan Presentations Held on September 14, 2021**SHINYOKOHAMA-3CHOME-DAIHOII****1. Funobori Co.,Ltd. President Mr. Naruki G Hiranuma**

Established in August 1978 Capital stock: USD \$ 100,000

As a distributor of ozone generators since before the state of emergency was declared, Funobori Co., Ltd. has been selling the same type of generators as are installed in ambulances. Since the state of emergency was declared, all sorts of items to prevent the spread of Covid-19 have been sold. In almost all cases, however, the grounds for their publicized effects are weak or the press releases do not tell the whole story. The Air Clover product handled by Funobori is backed by data evidencing its deactivation of the Covid-19 virus, based on research papers published by Nara Medical University and Fujita Health University. It has long been used by private high schools that regularly appear in the national high school baseball tournament held in Koshien Stadium to prevent infection with influenza. Beginning last summer, there were stories in the news about public elementary schools, for example, opening up their windows for better air circulation and holding classes in the heat. The company firmly believes that now is the time to encourage the installation of Air Clover in public schools and other public institutions. It would be especially grateful for referrals to companies that have channels for sales to public institutions. Air Clover is a high-performance product that, despite its small size, can generate comparatively high concentrations of ozone. A single unit is therefore sufficient for a relatively large space.

【Re-Cap】 Generally speaking, people are apt to confuse air purifier and ozone generators. The former use filters to trap bacteria and viruses, but the latter can actively kill bacteria and viruses. Mr. Hiranuma said that a greater effect can be induced by using both together. He brought an ozone generator to the presentation meeting. It weighed only about one kilogram, making it easy to carry around and place anywhere. All participants were impressed with its convenience.

**2. UNIQS CORPORATION President Mr. Takafumi Takebayashi** <http://www.uniqs.co.jp/>(Japanese)

Established in May 2012 Capital stock: USD \$ 100,000 (excluding share acquisition rights)

UNIQS Corporation is engaged in the following business: 1) development, manufacture, and sale of functional cosmetics, quasi-drugs, and related products; 2) development, manufacture, and sale of pharmaceuticals, quasi-drugs, medical materials, sundries, and related products for pets; and 3) research and development of pharmaceuticals, medical materials, and related products for human use.

【Re-Cap】 UNIQS Corporation manufactures highly safe artificial collagen. Mr. Takebayashi said they were going to launch sales of original cosmetics for people who have sensitive skin or susceptible to atopic dermatitis etc. by the end of the year. He also said that the company has in mind development of business not only in Japan but also globally, and wants to obtain Halal certification. He added that artificial collagen could also be applied in the medical field as a hemostatic agent, because it acts to harden platelets.

**3. BoCo Inc. President Mr. Hataaki Sha** <https://boco.co.jp/>(Japanese)

Established in October 2015 Capital stock: USD \$ 14,300,000

Bo Co Inc. is a dedicated manufacturer of bone conduction technology.

< Features > Bo Co has established full-auto mass-production technology based on the patent it obtained for the invention of an original bone conduction oscillator.

< Action going forward > The company has posted the following three agenda: 1) promotion of sales of bone conduction devices in order to protect the future of hearing, and thereby establish its products as the de-facto standards in the industry; 2) early mass production of bone conduction microphones (pickup sensors) that are the only ones of their kind in the world; and 3) concentration on bone conduction sound collectors to awaken the bone auditory sense, and acquisition of the No. 1 position in the industry while making a contribution to an improved quality of life for the hard of hearing.

【Re-Cap】 The company's vision is encapsulated in the phrase "a better relationship between all people and sound." With the diffusion of smartphones in recent years, many young people constantly walk around wearing earphones, and this practice is reportedly resulting in hearing loss. In Japan alone, people with hearing impairments are estimated to number about 14.69 million (of this total, about 1.98 million have hearing aids). In addition, Mr. Sha noted that the audio field is broad, and that the company's technology could also be applied in devices for measurement of leakage in water pipes, for example. He also said that the company is doing research for higher sound quality. "We want to prove that our manufacturing technology is world-class," he added.

**4. Coreless Motor Co.,Ltd. President Mr. Manabu Shiraki**

Presenter Sales Dept Mr. Michiyoshi Kanamori <https://www.cls-motor.com/en/>

Established in February 2017 Capital stock: USD \$ 2,323,700

Coreless Motor Co., Ltd. manufactures and sells brushless DC motors of the coreless type. Because the motors it makes do not have a steel core, they are much lighter and smaller than conventional motors with steel cores. More specifically, while delivering the same output, they are less than half as big and one-third as heavy as the latter. Furthermore, because they lack a steel core, they do not have any loss due to a core (iron loss and hysteresis loss), and are therefore highly efficient motors.

Thanks to the coreless format, the company also developed a small geared motor using the space within the coil. Looking ahead to the switch to electric vehicles, it additionally developed electronic automatic transmission (EAT) technology. This transmission system is based on an electronic system for conversion, without the use of mechanical gears. Transmissions on four- and two-wheeled vehicles occupy a large portion of both the vehicle weight and size. The application of EAT technology would make the transmission as well as the engine electronic and enable it to be built into the motor, thereby bringing a substantial reduction in both size and weight. At present, the company's development is aimed at two-wheeled vehicles and mini-cars. Its future plans, however, include the development of both in-wheel motors and EAT for four-wheeled vehicles. It is convinced that its technology will innovate the motorization of the future.

【Re-Cap】 Mr. Kanamori cited the following three features as the main benefits of the company's newly developed transmission: 1) reduction in driver cost, 2) high-speed orbit is possible and 3) great increase in driving distance.



《Impressions》 Because a state of emergency had been declared by the national government, this Business Plan Presentations meeting was held online only. We intend to hold the meeting in the usual way once the Covid-19 situation improves. Each company that made a presentation was cultivating new markets, and it will be interesting to see how their business develops from now on. Each was cultivating new markets, and it will be interesting to see how their business develops from now on. If your company would like to make a presentation at the meeting, please contact us at an early date, because the schedule is filled up for a few months in advance.